









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	FM229537A	2017	Ford	Explorer	50	Trade on New	No	\$ 34,567	\$ 33,204		\$1,281	\$599
2	FMP6657A	2015	GMC	Seirra 1500	67	Street/Curb Buy	No	\$ 29,888	\$ 28,442		\$3,683	\$599
3	CGA6055A	2018	Chevrolet	CRUISE	10	Auction/Wholesale	Yes		\$ 17,888		\$551	\$1,105
4	FM269621A	2016	Ford	F150	25	Trade on New	No	\$ 31,888	\$ 29,509		\$341	\$599
5	FM321890A	2014	Chevrolet	Silverado 1500	68	Trade on New	No	\$ 30,888	\$ 30,678		\$2,656	\$1,498
6	FMT4395A	2013	Chevrolet	Equinox	36	Street/Curb Buy	No	\$ 24,678	\$ 15,490		\$4,490	\$993
7	CGE0840A	2019	Toyota	Tacoma	6	Auction/Wholesale	No		\$ 37,000		(\$1,973)	\$2,680
8	FM302363A	2015	Buick	Enclave	44	Trade on New	No	\$ 24,678	\$ 23,178		\$5,019	\$1,354
9	FM304733M	2015	Dodge	Ram	58	Trade on New	No	\$ 26,989	\$ 24,600		\$516	\$3,539
10	FM215064B	2014	Toyota	Tacoma	69	Trade on Used	No	\$ 28,989	\$ 26,989		\$790	\$2,281
11	FM269083A	2018	Chevrolet	Trax	40	Trade on New	Yes	\$ 22,989	\$ 22,200		\$2,561	\$3,049
12	FM205476D	2017	GMC	Acadia	42	Trade on Used	Yes	\$ 34,588	\$ 34,588		\$1,890	\$4,184
13	FMP7470B	2014	Ford	Fusion	84	Street/Curb Buy	No	\$ 10,897	\$ 10,250		\$815	\$1,349
14	SGR5890C	2015	Dodge	Charger	7	Auction/Wholesale	No	\$ 17,888	\$ 17,888		\$1,708	\$993
15	FMP0872A	2015	Chevrolet	Equinox	23	Street/Curb Buy	No	\$ 18,989	\$ 18,989		\$3,789	\$2,111
16	FM361666A	2015	Ford	F150	15	Trade on New	No	\$ 40,888	\$ 38,419		\$1,659	\$599
17	FM212683A	2017	Chevrolet	Cruze	42	Trade on New	Yes	\$ 16,788	\$ 16,129		\$2,371	\$699
18	FM188920B	2016	Ford	Focus	78	Trade on Used	No	\$ 18,999	\$ 18,999		\$766	\$1,446
19	FM273005A	2018	GMC	Sierra 1500	47	Trade on New	Yes	\$ 36,488	\$ 36,198		\$1,803	\$4,021
20	FM342342A	2014	Ford	F150	15	Trade on New	No	\$ 31,888	\$ 27,000		\$470	\$599
21	FM185344A	2017	GMC	Canyon	9	Trade on New	Yes	\$ 38,989	\$ 35,585		\$1,614	\$599
22	FM184804A	2012	Dodge	Ram	15	Trade on New	No	\$ 39,989	\$ 37,300		\$4,559	\$3,303
23	FM337180A	2012	Ford	F150	10	Trade on New	No	\$ 26,898	\$ 27,900		\$2,443	\$3,157
24	FM185548A	2016	Dodge	Ram	17	Trade on New	No	\$ 55,989	\$ 51,961		\$2,338	\$2,015
25	M313239A	2017	GMC	Yukon	15	Trade on New	Yes	\$ 63,989	\$ 60,000		\$2,070	\$6,399
26	FM188394A	2015	BMW	X6	60	Trade on New	No	\$ 44,989	\$ 42,397		\$4,631	\$1,695
27	FM163040A	2016	Nissan	Rogue	47	Trade on New	No	\$ 22,888	\$ 20,888		\$1,932	\$2,076
28	FMT4290A	2015	Chevrolet	Corvette	30	Street/Curb Buy	No		\$ 25,075		\$690	\$3,634
29	FM40474A	2017	Chevrolet	Silverado 1500	46	Trade on New	Yes	\$ 36,234	\$ 36,234		\$2,986	\$4,658
30	FM269272B	2015	GMC	Seirra 1500	66	Trade on Used	No	\$ 41,488	\$ 40,988		\$1,055	\$4,321
31	FM392164A	2017	Chevrolet	CRUISE	20	Trade on New	Yes	\$ 17,898	\$ 17,898		\$2,628	\$1,653
32	FM312823A	2016	Chevrolet	Silverado 1500	39	Trade on New	No	\$ 29,288	\$ 27,966		\$3,540	\$599
33	FM185604A	2016	Jeep	Cherokee	15	Trade on New	No	\$ 23,888	\$ 23,888		\$2,710	\$4,145
34	CGE8354B	2018	GMC	Terrain	32	Trade on Used	Yes	\$ 23,567	\$ 23,567		\$2,457	\$4,030
35	FM232141A	2016	Chevrolet	Silverado 1500	66	Trade on New	No	\$ 28,989	\$ 28,390		\$2,118	\$599
36	OGR1244A	2018	GMC	Sierra 1500	17	Trade on New	Yes	\$ 67,988	\$ 69,654		\$3,296	\$3,662
37	FM352250A	2011	Chevrolet	Silverado 1500	24	Trade on New	No	\$ 13,989	\$ 12,800		\$967	\$675

38	FM363650A	2017	GMC	Seirra 1500	33	Trade on New	Yes	\$	32,488	\$	32,488		\$2,906	\$5,222
39	FMP5548B	2016	GMC	Seirra 1500	63	Trade on New	No	\$	28,987	\$	28,987		\$1,503	\$6,375
40	FMZ375140A	2015	Dodge	Ram	18	Trade on New	No	\$	19,987	\$	17,815		\$5,114	\$1,690
41	CG183176c	2015	GMC	Canyon	99	Trade on Used	No	\$	27,888	\$	26,538		\$2,117	\$599
42	FM308145A	2018	Chevrolet	Silverado 1500	74	Trade on New	Yes	\$	44,989	\$	44,989		\$1,616	\$3,847
43	FMP1564A	2015	Chevrolet	Camaro	29	Street/Curb Buy	No	\$	48,989	\$	46,850		\$4,478	\$3,078
44	FM340713A	2016	Jeep	Cherokee	35	Trade on New	No	\$	27,987	\$	27,987		\$2,257	\$3,097
45	FM167621A	2015	Ford	Edge	52	Trade on New	No	\$	24,678	\$	24,678		\$40	\$3,660
46	FM118324A	2003	GMC	Sierra 1500	13	Trade on New	No	\$	30,987	\$	26,538		\$8,956	\$599
47	FM897661A	2016	Chevrolet	Sonic	35	Trade on New	Yes	\$	14,888	\$	13,395		\$6,396	\$599
48	FM286426A	2017	Chevrolet	Silverado 1500	22	Trade on New	Yes	\$	66,888	\$	66,888		\$3,963	\$7,672
49	FM131480B	2011	Hyundai	Veracruz	59	Trade on Used	No	\$	13,488	\$	12,538		\$203	\$599
50	FM240735N	2017	GMC	Youkon	40	Trade on Used	Yes	\$	44,388	\$	41,600		\$2,961	\$599
51	FM330205A	2017	GMC	Sierra 3500	39	Trade on New	Yes	\$	67,888	\$	67,600		\$6,289	\$999
52	FM283739A	2017	GMC	Terrain	29	Trade on New	Yes	\$	22,488	\$	22,488		\$3,936	\$2,424
53	FM322393B	2016	GMC	Terrain	48	Trade on Used	No	\$	19,978	\$	19,478		\$4,094	\$7,676

<b>Scoreboard Totals</b>	
% Retailed of Non-Franchise Make	99%
Total # Retail Units	200
Avg. Days to Sale	39.9
Avg. Advertised Price (Time of Sale)	\$ 33,556
Avg. Transaction Price	\$ 32,298
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ (99)
Avg. Front-End Gross	\$ 2,442
Avg. Finance Gross	\$ 2,575
PUVR	\$ 5,037
Total Gross (Units & PUVR)	\$ 1,007,303
GROI	141%
% with Trade	28%
Avg. Over/Under Allowance	(\$314)



**MY**

**Scoreboard***(Click on the blue head*

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	99%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	39.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,556	#DIV/0!
Avg. Transaction Price	\$ 32,298	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	#DIV/0!
Avg. Front-End Gross	\$ 2,442	#DIV/0!
Avg. Finance Gross	\$ 2,575	#DIV/0!
PUVR	\$ 5,037	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,007,303	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-314	#DIV/0!











**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	99%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	39.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,556	#DIV/0!
Avg. Transaction Price	\$ 32,298	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	#DIV/0!
Avg. Front-End Gross	\$ 2,442	#DIV/0!
Avg. Finance Gross	\$ 2,575	#DIV/0!
PUVR	\$ 5,037	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,007,303	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-314	#DIV/0!











































**Scoreboard***(Click on the blue head*

<b>Finance Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	99%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	39.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,556	#DIV/0!
Avg. Transaction Price	\$ 32,298	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	#DIV/0!
Avg. Front-End Gross	\$ 2,442	#DIV/0!
Avg. Finance Gross	\$ 2,575	#DIV/0!
PUVR	\$ 5,037	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,007,303	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-314	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	67
Avg. Days to Sale	39.9	38.2
Avg. Advertised Price (Time of Sale)	\$ 33,556	\$ 41,620
Avg. Transaction Price	\$ 32,298	\$ 39,453
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	\$ (1,559)
Avg. Front-End Gross	\$ 2,442	\$ 2,565
Avg. Finance Gross	\$ 2,575	\$ 2,982
PUVR	\$ 5,037	\$ 5,547
Total Gross (Units & PUVR)	\$ 1,007,303	\$ 371,651
GROI	141%	133%
% with Trade	28%	63%
Avg. Over/Under Allowance	-314	-193



No	
	133
	40.8
\$	28,694
\$	28,694
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	648
\$	2,380
\$	2,370
\$	4,775
\$	635,129
	147%
	76%
	-399

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	0
Avg. Days to Sale	39.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,556	#DIV/0!
Avg. Transaction Price	\$ 32,298	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	#DIV/0!
Avg. Front-End Gross	\$ 2,442	#DIV/0!
Avg. Finance Gross	\$ 2,575	#DIV/0!
PUVR	\$ 5,037	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,007,303	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-314	#DIV/0!

No	
	198
	39.7
\$	32,313
\$	32,313
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(99)
\$	2,441
\$	2,595
\$	5,037
\$	997,230
	141%
	16%
	-314

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	142
% of Retail Units	100%	71%
% Retailed of Non-New Franchise	99%	99%
Avg. Days to Sale	39.9	37.3
Avg. Transaction Price	\$ 32,298	\$ 33,631
Avg. Transaction to Market %	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	\$ 622
Avg. Front End Gross	\$ 2,442	\$ 2,879
Avg. Finance Gross	\$ 2,575	\$ 2,599
PUVR	\$ 5,037	\$ 5,504
Total Gross (Units & PUVR)	\$1,007,303	\$ 781,521
GROI	141%	158%
% with Trade	28%	30%
Avg. Over/Under Allowance	-314	-278



Trade on Used	Street/Curb buy	Auction/wholesale
21	7	16
11%	4%	8%
100%	86%	100%
52.2	44.7	37.4
\$ 26,473	\$ 25,141	\$ 30,059
#DIV/0!	#DIV/0!	#DIV/0!
\$ 957	\$ (2,183)	\$ (6,437)
\$ 1,631	\$ 2,991	\$ 263
\$ 2,301	\$ 2,369	\$ 2,871
\$ 3,932	\$ 5,539	\$ 3,134
\$ 82,582	\$ 38,776	\$ 50,150
102%	177%	100%
10%	0%	63%
-225	#DIV/0!	-500

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
5	7	2
3%	4%	1%
100%	100%	100%
75.2	37.4	15.0
\$ 37,806	\$ 33,066	\$ 25,325
#DIV/0!	#DIV/0!	#DIV/0!
\$ 900	\$ 263	\$ (8,831)
\$ 584	\$ 2,030	\$ 1,502
\$ 3,632	\$ 1,938	\$ 1,694
\$ 4,216	\$ 3,968	\$ 3,196
\$ 21,078	\$ 27,775	\$ 6,392
53%	115%	303%
20%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Other
0
0%
#DIV/0!

## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	89
% of Retail Units	100%	45%
% Retailed of Non-New Franchise	99%	100%
Avg. Days to Sale	39.9	15.5
Avg. Transaction Price	\$ 32,298	\$ 33,627
Avg. Transaction to Market %	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (99)	\$ (969)
Avg. Front End Gross	\$ 2,442	\$ 2,797
Avg. Finance Gross	\$ 2,575	\$ 2,595
PUVR	\$ 5,037	\$ 5,392
Total Gross (Units & PUVR)	\$ 1,007,303	\$ 479,924
GROI	141%	372%
% with Trade	28%	36%
Avg. Over/Under Allowance	-314	-549



31-45 days	46-60 days	61-90 days	90+ days
40	26	33	12
20%	13%	17%	6%
100%	96%	97%	100%
38.2	52.0	70.3	116.5
\$ 31,955	\$ 30,421	\$ 33,222	\$ 25,120
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,389	\$ (61)	\$ 251	\$ 376
\$ 3,240	\$ 1,753	\$ 1,487	\$ 1,264
\$ 2,323	\$ 2,413	\$ 3,164	\$ 2,000
\$ 5,563	\$ 4,166	\$ 4,651	\$ 3,263
\$ 222,529	\$ 108,304	\$ 153,477	\$ 39,158
164%	95%	72%	40%
10%	23%	33%	17%
-167	-425	-72	1,500